



**EMBRAPA**

**Departamento  
de Comercialização,  
Captação de Recursos  
e Cooperação  
Internacional — DCO**

## THE COMPANY

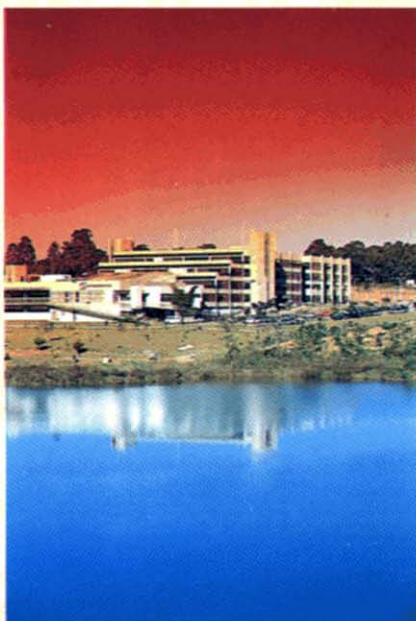
Since its founding in 1973, EMBRAPA's overriding concern has been to meet the needs of its various clients and markets.

During this period, the company has pursued not only modernization of productive processes in the Brazilian crop and livestock farming sector, but also effective implementation of these advances,

in such a way that the company now impacts agro-industry, silviculture and environmental preservation.

More than 2,000 researchers trained at centers of excellence in Brazil and abroad, coupled with a physical structure of 40 Research Units distributed throughout the nation's territory, are the guaranty of a technological base capable of meeting the needs of the most diverse ecosystems, at the same time in which they provide the company with the conditions required for competent responses in all areas of its activity, from biotechnology to farm informatics, implementation of environmental conservation practices to the production of cultivars, matrices and high yield breeders.

Consequently, EMBRAPA is in a position to transfer technologies and high quality services to both public and private, national and international clients.



## DEPARTMENT OF MARKETING, FUNDING AND INTERNATIONAL COOPERATION – DCO

DCO is the gateway to EMBRAPA technologies, services and products.

With this in mind, it seeks to maintain close relations with clients, financing or technical and economic cooperation institutions and, at the same time, foster a process of coordination and support to the EMBRAPA Research Units, in their specific areas of competence, with the objective of facilitating: 1) transfers of technologies, services and products; 2) obtaining funding from national and international sources; and 3) implementation of technical and economic cooperation with Brazilian and foreign institutions.

In its efforts to bring businessmen / institutions and EMBRAPA together, the Department – through Marketing, Funding and International Cooperation Coordinating Staffs – acts as a catalyst for agreements in the following areas:

- technology transfers;
- technical and economic cooperation;
- implementation of work in a partnership system;
- development of risk undertakings;
- licensing of knowledge, products and trademarks;
- rendering of technological services, such as consulting, advice and training;
- preparation of national and international development projects in the areas of agriculture, silviculture and livestock farming.

DCO invites producers, businesses, universities and institutions to meet with its team of specialized technicians so that, working together, they can come up with technological solutions to the problems of crop and livestock farming, agro-industry, silviculture and the environment.

The Department strongly believes in the quality of EMBRAPA products and the satisfaction of its clients.

## INTERNATIONAL COOPERATION

In its relations with other nations, EMBRAPA has received and provided technical and economic cooperation in various fields, placing its technological accomplishments at the disposal of a large number of countries.

Institutions such as IBRD, IDB IICA, UNDP, JICA, CIRAD, ORSTOM, INRA, CIDA and others have been important partners in the process of cooperation with EMBRAPA.

At the same time, countries in Europe, Africa, Latin America and the Caribbean have benefitted from transfers of national technology designed to accelerate solutions to specific problems not only in the crop and livestock sectors, but also in the areas of agro-industry, silviculture and the environment.

To optimize this relationship, EMBRAPA is constantly seeking to identify priority research areas and suitable forms of technical and economic cooperation, while evaluating opportunities for new cooperation agreements.

In this task, DCO invites international organizations or receives requests from governments, examining with them the needs to be met, elaborating proposals, monitoring implementation and evaluating performance.





## FUNDING

Research sectors in need of investments in areas given priority standing by EMBRAPA contact DCO which then mobilizes in an effort to identify internal and external sources of financing, propose the mechanisms and instruments needed to obtain funding and interact with national (FINEP, CNPq, FBB, BASA, BNB) and international (IBRD, IDB, KFW, FIDA, JICA, among others) public and private institutions, with which it has implemented important programs.

The Department maintains a constant process of active collaboration with these partners, with the purpose of making mutually satisfactory economic cooperation feasible and, observing the objectives and goals set down in its Basic Action Plan, fostering EMBRAPA research activities.

The benefits of this interaction are passed on to Brazilian agriculture, through increased investments in research at the Company's Units.



## MARKETING OF TECHNOLOGIES, SERVICES AND PRODUCTS

As a result of long years of research, EMBRAPA has made important contributions in production TECHNOLOGIES, SERVICES – in the form of testing or transfers of know-how (consulting, advice, training), and PRODUCTS – classified as technology transfer excipients (publications, software, video tapes), as well as research results (vaccines, farm implements, seeds) or production projects (poultry, cattle, wines, etc).

DCO executes promotional activities, advises on processes of coordination and channels client needs to the appropriate Research Units, while defining the strategies applied to transfers of its technological production.

Interacting in the areas of technological and commercial mediation, the Department seeks greater integration with the private sector, fostering contracts in the areas of technical cooperation and development of products, processes and licensing.

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### FOR MORE DETAILED INFORMATION

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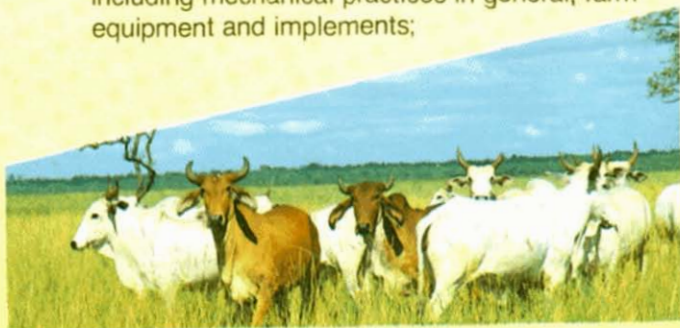
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## EMBRAPA OFFERS

Technologies, Services and Products in such areas as:

- Grain production, particularly rice, beans, corn, soybeans, sorghum and wheat in subtemperate, subtropical and tropical regions;
- Livestock production, including techniques in the areas of feeding, health and management of bovines, bisons, swine, ovines and caprines;
- Dairy farming, including improvement of herds, animal feeding, management and health;
- Techniques in poultry feeding, management and health;
- Food industry, involving production, conservation, industrialization and distribution;
- Production and environmental conservation in areas being recovered and special areas;
- Implementation and management of cultivated forests;
- Integrated production systems in distinct agro-ecological environments (savannahs, arid, semiarid and humid tropics);
- Soil biology, management and conservation, including mechanized practices, microorganisms, green fertilization, crop succession and rotation;
- Management and conservation of hydric resources: irrigation, involving different methods and crops, in varying climatic regions;
- Fruit-growing in subtemperate, subtropical and tropical climates, taking in traditional and non-traditional species;
- Systems of horticulture production for different climatic regions, involving cultivation practices for fruits, tubers, leafy and vegetable crops in general;
- Agricultural engineering and mechanization, including mechanical practices in general, farm equipment and implements;



- Traditional and alternative energy sources, basically for small and medium rural properties;
- Genetic engineering of plants and microorganisms, plant tissue cultures, biological control;
- Cryopreservation, bipartition and embryo transfers for races in extinction and domestic animals;
- Production of fibers in general (cotton, sisal, babassu, coconut, etc.);
- Farm informatics, production systems, models and programs;
- Biological pesticides (insecticides, fungicides, nematocides and bactericides);
- Specific inoculants for leguminous crops;
- Yeasts for food industries;
- Tests, diagnoses and vaccines;
- Laboratory methods and processes for obtaining products of industrial interest;
- Specific formulas for controlling mineral deficiencies in animals;
- Basic seeds for annual crops (grains, grasses, legumes, vegetables and fibers);
- Seeds and seedlings for perennial crops (fruit trees, forests, etc.);
- Farm equipment of industrial interest (for purposes of spraying, sowing, planting, reaping, cultivating, drying, dosing, spreading fertilizer, as well as climatological stations, programmable scales, pregnancy detectors, etc.);
- Specific software for crop and livestock farming use;
- Elaboration and implementation of crop and livestock and agro-industry projects.

